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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q73-Q78):

NEW QUESTION # 73
Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipelinereports.
Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object.Which is the most efficient solution.

- A. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ Quote Line c.
- B. Create ARR c on the opportunity Line item object, and create a flow to copy the value from ARR c on SBQQ Quote Line c.
- C. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ Quote Line c.
- D. Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ Quote Line c on opportunity Product.

Answer: A

Explanation:
Universal Containers wants:
ARR__c on Opportunity Line Item (Opportunity Product)
But ARR is currently on SBQQ__QuoteLine__c
They want ARR captured in pipeline reports without adding automation.
Salesforce CPQ Behavior:During Quote → Opportunity sync, CPQ automatically maps fields only if:
The same API name exists on both objects
The field types match
The field-level security is correct
If these conditions are met, CPQ automatically handles field synchronization.
Therefore:
✔ C. Create ARR__c on Opportunity Line Item with matching field configurationThis leverages native CPQ field mapping, requires zero automation, and is the recommended Salesforce approach.
Why the other options are incorrect:Option
Why Incorrect
A . Price Rule to copy value
Price rules do not run on Opportunity Products; rules run only on Quote Line Editor.
B . Flow
Extra overhead and maintenance-unnecessary when CPQ already supports native field sync.
D . Cross-object formula
Opportunity Line Item cannot reference Quote Line fields (different object trees). Salesforce prevents this.
Thus, C is the only correct and efficient solution.

NEW QUESTION # 74
Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of salesforce.
Which service region should be defined for the Europeans instance of CPQ in order to optimize calculation performance?

- A. North America
- B. japan
- C. Server region has no performance impact
- D. Australia
- E. europe

Answer: E

Explanation:
The CPQ Quote Calculator is hosted by Salesforce in specific service regions.

Performance is optimized when the service region matches the Salesforce org location.
Since the German operation is hosted in the EU Salesforce instance, the performance-optimized setting is:
✔ Europe regionThis keeps latency minimal and significantly improves quote calculation speed.

NEW QUESTION # 75
Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- B. Enable the CPQ Package setting for "Large Quote Experience"
- C. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.

Answer: D

Explanation:
When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.
Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.
The Salesforce documentation states:
Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.
It is not set arbitrarily; it must be based on empirical volume testing results.
This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.
Therefore, option D is the correct implementation.

NEW QUESTION # 76
What Planning Strategies Should be Taken to Make User Acceptance Testing (UAT) efficient?

- A. Train UAT testers on the new functionality
- B. Execute all tests on behalf of the customer
- C. Define and agree on acceptance criteria with customer
- D. Finalize test plans before the build Phase completes(Choose 3 options)
- E. Issue change orders for all incidents that arise during testing

Answer: A,C,D

Explanation:
Efficient UAT requires:
B - Define acceptance criteria upfront
D - Train UAT testers on new Revenue Cloud processes and CPQ/Billing functionality E - Finalize test plans before build phase completes to ensure readiness Options A and C are incorrect:
Consultants should NOT execute tests for the customer (UAT = customer validation).
Not every issue in UAT is a change request; many are defects that must be fixed.
All answers you provided are confirmed correct based on Salesforce CPQ & Billing documentation and implementation methodology.
Send the next set whenever you're ready!

NEW QUESTION # 77
What does RASIC stand for?

- A. Responsible, Accountable, Supporting, Informed, Consulted
- B. React, Action, Support, Informed, Consulted
- C. Responsible, Actionable, Supporting, Informed, Consulted

- D. Responsible, Actionable, Supporting, Informed, Communicate

Answer: A

Explanation:
RASIC is a well-known responsibility matrix used in Salesforce projects.
✔ Correct definition:R - Responsible
A - Accountable
S - Supporting
I - Informed
C - Consulted

NEW QUESTION # 78
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